COEVOLUTION QUARTERLY
WHOLE EARTH EPILOG
BOX 428 • SAUSALITO, CALIFORNIA 94965

MESSAGE

TO

Joe Blach
Random House
201 East 50th St.
NY NY 10022

DATE June 5, 1981

Dear Joe,

I spoke with Buddy a few days ago and he said you were on vacation and would be back on the 15th of June. I am hoping you can look this over when you get back and give me a call to clear it up ASAP since I am about to go away, on June 18th.

The question I have with these reports is that it seems to me that Random House is double-charging us for the printing costs on the CATALOGS we had bought for our own use. According to my understanding of the contract we are to pay all the print charges incurred, on all the copies, plus a $.75 per copy handling charge on the CATALOGS we get for our use.

BY

REPLY

DATE

In the reports it seems to me that we have been charged a second time for the printing costs, first for $17,136.36 (estimated on first report and subsequently dedected on the second one) and $106,569.23 estimated on the second report.

If this is true then Random House owes us $123,705.59 plus any interest that would apply to this discrepancy in accounting.

Since the amount in question is so large you can imagine that we MMH would like to hear back from you immediately.

Thanks.

Andrea Sharp

Andrea Sharp/Stewart Brand
(415) 332-1716
(Please ask for Stewart Brand if I am not in. Thank you.)

SIGNED

Form N4-873 © The Drawing Board, Inc., Box 505, Dallas, Texas Made in U.S.A. Sender: 1. Keep Yellow copy. 2. Send White and Pink copies with carbons intact. Receiver: 1. Write reply. 2. Detach stub, keep Pink copy, return White copy to Sender.

RANDOM HOUSE, INC.

201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

In Account With: Point Foundation
Sales Period. Inception - 12/31/80
Title: "The Next Whole Earth Catalog

Title Code: 73951-5
Pub Date: 10/80

	PERIOD 10/1/80 - 12/31/80 Copies	Amount	
Gross Sales:			
Trade Domestic	134,221	$ 878,092.13	@ 6.54 each
Foreign	4,557	26,944.39	5.91 each
Canada	6,750	31,218.75	4.62 each
Total Gross Sales	145,528	$ 936,255.27	
Returns	(578)	(3,881.96)	@ 6.72
Net Sales	144,950	$ 932,373.31	
Reserve For Returns - 10% G.S.		(93,625.53)	
		$ 838,747.78	

1525.12 copies

Deduction Per Contract:

*PPB Estimate $3.321 @ Copy - 98928 CPS	328,539.89
*PPB " $3.195 @ " - 48,414 CPS	154,682.73
*PPB " $3.321 @ " - 5,170 CPS For Point Foundation	17,136.36
Handling Charges - 75¢ @ Copy on 5160 CPS	3,870.00
Interest On $500,358.98 @ 14½% - 20 Days	3,975.45
Advertising (Publicity)	983.96
Freight	1,591.65
Distribution Fee - 22½% On G.S. (on $136,255.27)	210,657.44
	$ 721,437.48
Profit (Loss) From Operation	$ 117,310.30
Amount Due Point Foundation	$ 117,310.30

500,358.98

* Subject To Change to Actual Cost When Established

RANDOM HOUSE, INC.
201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

THE POINT FOUNDATION
TITLE # 73951-5: P.P.B. AND OTHER COSTS

J/E or JR. #	COST DESCRIPTION/ VENDOR	PRINTING # 1 $	PRINTING # 2 $	PRINTING # 3 $	TOTAL COSTS $
		140,000	53,000	60,000	
0-10 8501	Paper usage/Rand McNally	$229,193.11			$ 229,193.11
0-12 8496	Paper usage/Rand McNally	-	92,300.27	109,319.64	201,619.91
0-11 50500	Manufacturing Costs/ Todd Photoprint	340.88			340.88
51075	Alithochrome Corp.	29,887.80			29,887.80
0-12 2450	McMillian Purchase of covers	(180.45)			(180.45)
52665	Carel Almo Service	1,014.00			1,014.00
52705	Coevolution Quarterly	60.22			60.22
52910	Public Relations Aid	156.36			156.36
52956	Jellybean	452.52			452.52
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53019	Rand McNally & Co.	136.14			136.14
53238	Rand McNally & Co.	41.27			41.27
53255	Alithochrome	12,480.00			12,480.00
53376	Rand McNally & Co.	119,170.96 — 1st Print Press			119,170.96
54217	Alithchrome	1,335.08			1,335.08
54570	Premier Stat. Company	107.57			107.57
54588	Rand McNally & Co.	41,969.00 — 2nd Print Press			41,969.00
					638,236.89
	Estimate - 12/31/80				(500,358.98)
					137,877.91
	Estimate - $3.195 on 33355 copies to Point Foundation				106,569.23
	To Be Charged to 3/31/81 Accounting				$ 244,447.14

why is this an estimate?

→ no charge for 3rd printing presswork
4th " " or paper.

CQ total → 33555

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